

FIG. 7

710	700	720	730	Local Skills
Market Share	Revenue	Reduce Costs		
0.4	0.4			Design / Development
0.5	0.5			Test
0.4	0.4			Maintenance / Support
0.5	0.5			Integration
0.6	0.6			Prog. Language - C
0.5	0.5			Prog. Language - C++
0.5	0.5			Prog. Language - Java
0.5	0.5			OS - Windows
0.6	0.6			OS - Linux
0.6	0.6			OS - AIX
0.6	0.6			Language - English
0.5	0.5			Language - Chinese
0.5	0.5			Language - Japanese
				Overall Marketplace
0	0	0		WW Market Opportunity
0	0	0		WW CGR
0.2	0.2	0.1		WW Market Share
				Geography Marketplace
0.2	0.6	0		Market Opportunity
0.2	0.6	0		Market CGR
0	0.9	0.1		Market Share
				Geography Environment
0	0.1	0.7	731	Personnel Cost
0	0.1	0.7		General Business Cost
0.1	0.1	-0.7	732	Attrition (1=Highest)
0.4	0.4	0.5		Growth Rate
				Product Sales / Delivery
0.4	0.6	-0.3		Share Integration, Support, and Sales Force
0.6	0.4	0.8		Share Business Partners
0.7	0.5	0.8		Share Spiral Partners
				Competitors Strength
740	-0.3	-0.3	-0.2	WW
750	-0.7	-0.7	-0.3	In Geography Market
	0.5	0.5	0.3	Ingrained in competitive technology